



TAP Pharmaceuticals Inc.

Date: 9-21-93

To: L. Hernandez  
K. Lowe  
A. MacKenzie  
D. Sundberg  
J. Peterson

*Bob*

From: ~~Bob Peterson~~

Subject: Sample Compliance Committee

Attached are the minutes of our September 20, 1993 meeting.  
If there are any corrections or additions please let me  
know.

TAP00063311





## SAMPLES COMPLIANCE COMMITTEE MINUTES OF 9/20/93 MEETING

The Samples Compliance Committee (SCC) met on Monday, September 20, 1993 in the Marketing Conference Room. The following people were in attendance:

|                |                |
|----------------|----------------|
| Bob Berman     | Jeff Peterson  |
| Kevin Lowe     | Dean Sundberg  |
| Alan MacKenzie | Lori Hernandez |

### Policy/Procedure Review

#### A. Sampling of Nurse Practitioners in Florida

The committee was informed that Abbott Legal had reviewed the law covering sampling of Nurse Practitioners in the state of Florida. They stated that this group of medical practitioners could be left samples. Epsilon was informed that they could begin accepting these cards.

#### B. Hytrin Sampling

Everything is ready to begin sampling as soon as Hytrin is approved for BPH. One questions was discussed concerning whether the sample unit was a single card of Hytrin or the pack of 5. In discussions with marketing after the meeting it was decided that one sample unit of Hytrin will be the whole pack including 5 cards. This pack is not to be broken.

#### C. MetroGel Sampling

##### - Changes to sample card

Due to the requirement to add MetroGel to the sampling card, the late September mailing of new cards to the Reps will provide cards for only one month. Normally the mailing includes cards for two months. This will leave about 90,000 cards that do not include MetroGel and that can not be used (\$4,500). A new card adding MetroGel to the products sampled is now being designed and an initial order for 180,000 cards will be made. This will cover a mailing in late October for November and December only. Due to the uncertain status of Ogen for 1994, a second new card will then be designed that excludes Ogen. As soon as a decision is made concerning the status of Ogen for 1994, cards will be printed with a mailing in late December.

TAP00063312



There were only four people listed on this report. All will be reviewed when the August results are known. If required a meeting will be set up with each person. They will be instructed to bring there copy of all sample cards with them to the national meeting in October. The meeting will be to determine why these people are out of balance, to fix all outstanding variances, and to retrain the people in how the system works.

TAP00063314



**SAMPLES COMPLIANCE COMMITTEE**  
**AGENDA**  
**2nd QUARTER, 1993**

Meeting: September 20, 1993 - Marketing Conference Room

1. Policy/Procedure Review

- A. Sampling of Nurse Practitioners in Florida
- B. Hytrin Sampling
- C. MetroGel Sampling
  - Changes to sample card
  - Distribution of samples to Reps
- D. 1993 Compliance Review

2. Representative Review (see attached)

- A. More than three (3) adjustments in last six (6) months (Attached)
- B. Average samples per Doctor MORE THAN double the District average (Attached)
- C. Special Review Situations (Attached)

**TAP00063315**